

## Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00 PA-02

USIA-15 PRS-01 SP-02 CG-00 DOTE-00 MC-02 ACDA-10 SS-15

NSC-05 L-03 /080 W

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R 301004Z SEP 75

FM AMEMBASSY KUWAIT

TO USDOC WASHDC

INFO SECSTATE WASHDC 3756

SECDEF WASHDC

AMEMBASSY BEIRUT

AMEMBASSY JIDDA

AMEMBASSY TEHRAN

UNCLAS KUWAIT 4003

COMMERCE FOR MEPD AND CAGNE

E.O. 11652: N/A

TAGS: BEXP, ECRE KU

SUBJ: MAJOR MILITARY CONSTRUCTION PROJECTS IN KUWAIT

1. QUALIFIED AMERICAN CONSTRUCTION FIRMS SHOULD BE NOTIFIED THAT KUWAIT MINISTRY OF DEFENSE WILL BE SEEKING BIDS FROM INTERNATIONAL COMPANIES IN CONNECTION WITH WELL OVER \$1 BILLION IN MILITARY CONSTRUCTION PROJECTS OVER NEXT FEW YEARS. THESE PROJECTS WILL BE HANDLED BY OPEC COMMERCIAL TENDER AND NOT RPT NOT THROUGH GOVERNMENT-TO-GOVERNMENT (I.E. FMS) PROCEDURES. MOREOVER, KUWAIT MOD WISHES TO DEAL DIRECTLY WITH FOREIGN COMPANIES AND NOT RPT NOT THROUGH LOCAL AGENTS OR OTHER INTER-MEDIARIES, AS IS NORMALLY CASE FOR NON-MILITARY CONSTRUCTION PROJECTS HERE.

2. MOST IMPORTANT PROJECT CURRENTLY UNDER CONSIDERATION IS A NEW NAVAL BASE TO SUPPORT EXISTING COAST GUARD AND PLANNED NAVY. SUPPORT REQUIRED IS FOR SHIPS AND HOVERCRAFT AND AS SECONDARY MEASURE MOD INTENDS BUILD FORWARD OPERATING BASE  
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FOR HOVERCRAFT ON FAILAKA ISLAND. PROJECT ENTAILS CON-

STRUCTION OF NAVAL AND COAST GUARD HEADQUARTERS, HARBOR, MAINTENANCE AND REPAIR FACILITIES, LOGISTIC SUPPORT, NAVAL TRAINING SCHOOL AND ACCOMMODATIONS FOR NAVAL PERSONNEL. CONSULTANT FOR PROJECT HAS ALREADY BEEN SELECTED, AND IS BRIAN COLQUHOUN AND PARTNERS, 18 UPPER FROSVENOR STREET, LONDON.

3. KUWAIT MOD HAS REQUESTED THAT INTERESTED FIRMS WRITE DIRECTLY TO IT RATHER THAN TO CONSULTANTS. MOD WISHES TO REVIEW CAPABILITIES OF COMPANIES EXPRESSING INTEREST WITH A VIEW TO DETERMINING PRE-QUALIFICATIONS. CONSTRUCTION TENDER MAY BE ISSUED IN FIVE OR SIX MONTHS, AND ENTIRE PROJECT PROBABLY WILL BE DIVIDED INTO SEVERAL SMALLER PROJECTS. COMPANIES SHOULD ADDRESS EXPRESSIONS OF INTEREST TO MR. MOHAMAD RIFAI, DEPARTMENT OF MILITARY PROJECTS, HMINISTRY OF DEFENSE, P.O. BOX 36292, ALRAS, KUWAIT, KUWAIT.

4. COMMENT: KUWAIT MOD IN EARLY STAGES OF IMPLEMENTING MAJOR MILITARY CONSTRUCTION PROGRAM WHICH RELATED TO OVERALL MILITARY IMPROVEMENT EFFORT. WE UNDERSTAND THAT EVENTUALLY MILITARY HOSPITAL AND OTHER MILITARY CONSTRUCTION PROJECTS WILL BE UNDERTAKEN, ALTHOUGH BILLION DOLLAR NAVAL BASE WILL BE THE LARGEST AND MOST IMPORTANT PROJECT OVER THE NEAR TERM. US COMPANIES SHOULD PARTICULARLY NOTE PROHIBITION AGAINST USE OF AGENTS OR MIDDLEMEN. IF A COMPANY ALREADY HAS A LOCAL AGENT, IT SHOULD SEPARATE ANY MILITARY ACTIVITIES FROM OTHER WORK HERE AND DEAL DIRECTLY WITH MOD ON MILITARY CONSTRUCTION. THIS HAS BEEN DONE BY UNION ENGINEERING COMPANY OF YUGOSLAVIA WHICH HAS WON BOTH CIVIL (PORTS) AND MILITARY (AIRFIELDS) CONTRACT IN KUWAIT, AND THEREFORE PRECEDENT EXISTS. END COMMENT.

4. ACTION REQUESTED: COMMERCE REQUESTED BRING INFO IN PARAS 1-3 TO ATTENTION QUALIFIED AMERICAN FIRMS. COMPANIES WISHING TO DISCUSS MATTER FURTHER WITH EMBASSY CAN WRITE TO RICHARD A. BOGOSIAN, CHIEF, ECONOMIC/COMMERICAL SECTION, AMERICAN EMBASSY, P.O. BOX 77, KUWAIT, KUWAIT. STOLTZFUS

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## Message Attributes

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